

Message Text

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PAGE 01 KHARTO 01072 181025Z

13

ACTION EB-11

INFO OCT-01 AF-10 NEA-14 ISO-00 CAB-09 CIAE-00 COME-00

DODE-00 DOTE-00 INR-10 NSAE-00 RSC-01 FAA-00 DRC-01

XMB-07 /064 W

----- 077403

P R 181005Z MAY 74

FM AMEMBASSY KHARTOUM

TO SECSTATE WASHDC PRIORITY 8143

INFO AMEMBASSY BEIRUT

LIMITED OFFICIAL USE KHARTOUM 1072

E.O. 11652: N/A

TAGS: BEXP, SU

SUBJ: CIVAIR: SUDAN AIRWAYS REEQUIPMENT

REF: A. BEIRUT 5465; B. KHARTOUM 1039 (NOTAL); STATE 094141

BEIRUT FOR RCAA

DEPT. PASS EXIM

1. EMBASSY UNDERSTANDS FROM SUDAN AIRWAYS (SA) CHAIRMAN ABDEL BAGI THAT SA THURSDAY MAY 16 SENT CABLES TO BOTH BOEING AND EXIM STATING THAT SA PREFERRED 737 TO COMPETING TWIN-JET AIRCRAFT BUT THAT IN VIEW OF FINANCING TERMS BEING OFFERED BY COMPETITORS SA COULD ONLY PROCEED WITH 737 PURCHASE IF EXIM PREPARED INCREASE ITS PARTICIPATION ABOVE 27 PERCENT PRESENTLY OFFERED. IN RESPONSE TO EMBOFF QUERY, ABDEL BAGI NOTED THAT CABLES HAD INTENTIONALLY NOT MENTIONED ANY SPECIFIC HIGHER FIGURE TO WHICH EXIM WOULD HAVE GO. HE WENT ON TO SAY "IF THEY WILL GO JUST TO 28 PERCENT THAT WILL BE ENOUGH. WE WANT THE 737."

2. COMMENT: WE EXPECT BIT MORE THAN ONE PERCENT INCREASE TO 28 PERCENT WILL BE REQUIRED, BUT BASIC POINT ABDEL BAGI
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PAGE 02 KHARTO 01072 181025Z

WAS MAKING IS THAT WHAT NEEDED IS GESTURE, TOKEN INCREASE

OF SUPPORT. SUCH INCREASE WILL APPARENTLY SWING SCALES IN FAVOR SA AND BOEING IN INTERNAL GOS STRUGGLE ON THIS DECISION. EMBASSY APPRECIATES THAT EXIM WENT LONG WAY IN SUPPORTING BOEGIN ON THIS SALE WHEN IT OFFERED 27 PERCENT CREDIT AND THAT THERE ARE FACTORS ARGUING AGAINST ANY INCREASE. BUT WITH SALE IN SIGHT WE HOPE TOKEN RAISE NEEDED BY ABDEL BAGI CAN BE FORTHCOMING.

3. SUBSEQUENT DRAFTING FOREGOING, STATE 103746 RECEIVED ANNOUNCING EXIM DECISION REJECT ANY INCREASE. EMBASSY OBVIOUSLY ACCEPTS THAT DECISION BUT NEVERTHELESS BELIEVES FOREGOING - PARTICULARLY FACT THAT INCREASE LESS THAN 10 PERCENT PROPOSED REF A MIGHT SWING DEAL--BE WORTHY CONSIDERATION EXIM.
SANDERSON

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01 JAN 1994
Channel Indicators: n/a
Current Classification: UNCLASSIFIED
Concepts: n/a
Control Number: n/a
Copy: SINGLE
Draft Date: 18 MAY 1974
Decaption Date: 01 JAN 1960
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Authority: GarlanWA
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 28 MAY 2004
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
Document Number: 1974KHARTO001072
Document Source: CORE
Document Unique ID: 00
Drafter: n/a
Enclosure: n/a
Executive Order: N/A
Errors: N/A
Film Number: D740124-0036
From: KHARTOUM
Handling Restrictions: n/a
Image Path:
ISecure: 1
Legacy Key: link1974/newtext/t19740536/aaaabfql.tel
Line Count: 76
Locator: TEXT ON-LINE, ON MICROFILM
Office: ACTION EB
Original Classification: LIMITED OFFICIAL USE
Original Handling Restrictions: n/a
Original Previous Classification: n/a
Original Previous Handling Restrictions: n/a
Page Count: 2
Previous Channel Indicators: n/a
Previous Classification: LIMITED OFFICIAL USE
Previous Handling Restrictions: n/a
Reference: A. BEIRUT 5465; B. KHARTOUM 1039 (NO, TAL); STATE 094141
Review Action: RELEASED, APPROVED
Review Authority: GarlanWA
Review Comment: n/a
Review Content Flags:
Review Date: 21 AUG 2002
Review Event:
Review Exemptions: n/a
Review History: RELEASED <21 AUG 2002 by boyleja>; APPROVED <25 FEB 2003 by GarlanWA>
Review Markings:

Declassified/Released
US Department of State
EO Systematic Review
30 JUN 2005

Review Media Identifier:
Review Referrals: n/a
Review Release Date: n/a
Review Release Event: n/a
Review Transfer Date:
Review Withdrawn Fields: n/a
Secure: OPEN
Status: NATIVE
Subject: CIVAIR: SUDAN AIRWAYS REEQUIPMENT
TAGS: BEXP, SU
To: STATE
Type: TE
Markings: Declassified/Released US Department of State EO Systematic Review 30 JUN 2005